

#### JBLM Industry Day Discussion: Mechanical HVAC MATOC

August 4, 2022

www.washingtonptac.org

# **Procurement Technical Assistance Center (PTAC)**

PTAC provides no-cost, confidential, one-on-one technical assistance in all aspects of selling to federal, state, and local government agencies. We provide tools to navigate through government contracting topics and assess if government work is a fit for your business.

PTAC helps build a strong government contracting foundation with:

- Conducting market research to determine if government is buying what you are selling
- Preparing Capability Statements
- Registering with Federal, State and Local procurement databases
- Creating a marketing strategy
- Applying for small business certifications (WOSB, SDVOSB, 8(a), HUBZone, WBE, MBE, WMBE, SBE)
- Finding bid opportunities
- Properly reviewing and responding to solicitations (Sources Sought, RFI, RFQ, RFP)

We carefully listen for the specific needs and cater counseling sessions appropriately for next steps.

Funded, in part, through a cooperative agreement with the Department of Defense (DOD).

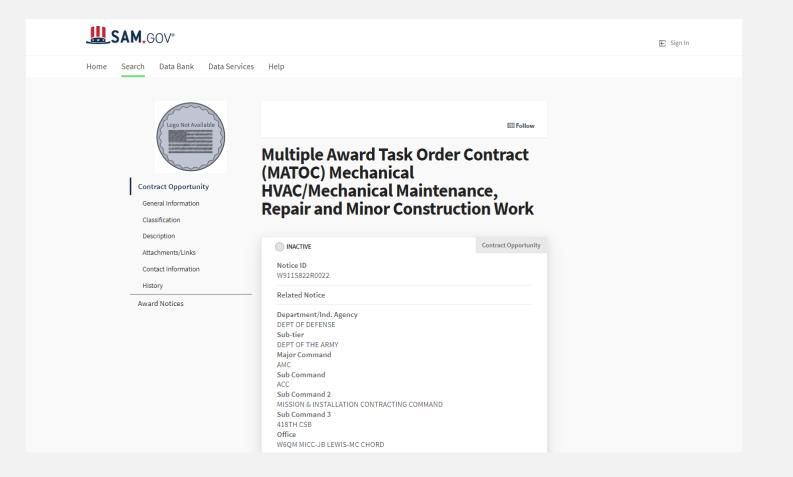


# Agenda

- Introductions
- JBLM Source Sought Presentation/Overview
- Q&A
- Attendee Role Call



### Notice ID W911S822R0022







- Maryam Lynch-Tate, Business Outreach & Training Specialist
  <u>MLynchTate@WashingtonPTAC.org</u>
- Marnie Tyson, PTAC Counselor
  <u>Marnie@WashingtonPTAC.org</u>



#### How to find the PTAC Counselor closest to you

Washington State <a href="https://washingtonptac.org/">https://washingtonptac.org/</a>

**All States** 

https://www.aptac-us.org/



